R J Reynolds
Tobacco Company

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TO: S. Majer, I. Mishewycz, N. McCleary, T. Scott, [redacted], J. Abrahamson, D. Keeney, S. Schwalm

SUBJECT: *APLUS/SUNOCO*

Ladies and Gentlemen:

Attached please find the Sunoco/APlus locations covered by your counterpart in Sunoco and APlus. This is a breakdown of the APlus/Sunoco Food Market Store List by Merchandising Supervisor. Please look these over and ensure that all corporate locations are presently entered into SIS under the correct Chain ID. Also please be certain that the franchise locations are being called on and presented with the authorized programs.

Please note the following changes to these chains:
New Chain ID Nos.
Chain ID Nos. 0362-02-04 and 0362-01-04 have been added to cover the locations called on by Division 1240, Audrey Evanchik.

Chain ID Nos. 1335-05-01 and 1335-02-01 have been deleted. The new Chain ID Nos. for these corporate and franchise locations are: 0362-02-05 and 0362-01-05. This is the Chain ID designated for APlus locations.

Chain ID Nos. 1335-05-02 and 1335-02-02 have been deleted. The new Chain ID Nos. for these corporate and franchise locations are: 0362-02-06 and 0362-01-06.

These changes were necessary because all stores, with the exception of those in Ohio and Michigan, are classified as APlus stores and should be paid on the APlus Pay Register.. These Chain ID number changes have been made to the affected locations..

Additionally, I have enclosed letters signed by Joe Kearney, APlus/Sunoco Corporate and Franchise Merchandising Manager, enumerating exactly what is authorized for the Sunoco and APlus chains for 1995. Please note: Additional Cimarron Counter Display is

51849 4489

Source: https://www.industrydocuments.ucsf.edu/docs/gywy0000

authorized and an automatic distribution of 120-pack wire rack will be shipped to all corporate and franchise locations from the McLane Warehouses.

Finally, I have included a directory of Sunoco Managers with their corresponding RJR counterpart.

Please let me know if you have any questions.

As always, I appreciate all of the cooperation and support you give us concerning these Chains.

Warm regards,

J. A. Morris

JAM:des
Attachments

Source: https://www.industrydocuments.ucsf.edu/docs/gywy0000

* Easter thru Christmas very busy on Pike

AVG. CUSTOMER COUNT during peak period.

* 33,000 Gas Cust p/month

Vince Lombardi

Alex Hamilton

Thomas Edison Southbound side
80,000 per month

Northbound side 33,000 per month

Exh St Truck plaza

1. Pull up non-compliance reports 3rd Quarter + 4th Quarter — Company up + Franchise

2.

* Pay Register

They are not getting all of ~~their~~ their money.

51849 4491

Source: https://www.industrydocuments.ucsf.edu/docs/gywy0000

~~7C-STD~~ 7047
7123) Company Stores Run Aimdate on it

51849 4492

FACILITY NUMBER	DEALER	ADDRESS	CITY	STATE	ZIP	PHONE	SALESMAN	DUNS NUMBER	TYPE
Merchandising Supervisor: Roger Hueston									
5094	DIB & SHAMPA MAITRA	1734 RT 22 & MYRTLE ST.	SCOTCH PLAINS	NJ	07076	(908)3223838	ATCHLEY G	0342123702	APLUS MINI MARKET
— 7047	COMPANY OPERATED #7047	RIDGEDALE & HANOVER	MORRISTOWN	NJ	07960	(210)9935703	ATCHLEY G	0006932804	APLUS MINI MARKET
8113	EAN SOK SUH	137 ROUTE 4 WEST	ENGLEWOOD	NJ	07631	(201)5677314	ATCHLEY G	0006652208	APLUS MINI MARKET
8120	HAGOP JACK TABIBIAN	152 PASSIAC AVE	FAIRFIELD	NJ	07006	(201)2276621	ATCHLEY G	0006939304	APLUS EXPRESS - D
8138	KEVIN UCARIAN	RT #3 & HOMBOLDT STREET	SECAUCUS	NJ	07094	(201)3929333	ATCHLEY G	0006641505	APLUS EXPRESS - D
8156	SHUI GEORGE LUN MA & MI YOON	100 S/S ROUTE 4	ENGLEWOOD	NJ	07631	(201)8716871	ATCHLEY G	0006651409	APLUS MINI MARKET
5097	BHUPENDRA K. LAL	943 RT 9 NORTH	SAYREVILLE	NJ	08879	(908)7212060	RAPA D	0007661211	APLUS MINI MARKET
5110	PHASE II AUTOMOTIVE INC	737 RT 1 SOUTH	EDISON	NJ	08817	(908)9859154	RAPA D	0007715611	APLUS EXPRESS - D
8013	GAS LINE, INC.	N/S FREEWAY&BELLGARDEN	BELLMAWR	NJ	08031	(609)9319718	RAPA D	0011679808	APLUS EXPRESS - S
8132	DAYAL CHAKRABARTY	SOUTH MAIN STREET/RT. 9	WARETOWN	NJ	08758	(609)6930128	RAPA D	0010036205	APLUS MINI MARKET

10 Stores

Station # 7021 — Manager's name Barbara — 521 Monmouth Rd — Jackson — NJ 08527 (908) 928-9008
(under construction for 2nd QTR for official A-Plus)
→ open already

* 1062 Fernando — Rt 22 East — Somerville NJ (908) 722-7371 — Independent — Check w/ Ross in 4-5 wks

7123 Lou ~~Mas~~ Moccussi (CM) — Rt 46 East — Palisades PK NJ 07650 201-945-9640
under construction for official A-Plus 3rd or 4th QTR
(Kap Adventures Fresh April on every 2 wks)

Promotions not well executed — especially on Turnpike
no follow ups — (maybe PTS)

(MCLANE)

12 Turnpike locations

Source: https://www.industrydocuments.ucsf.edu/docs/gywy0000